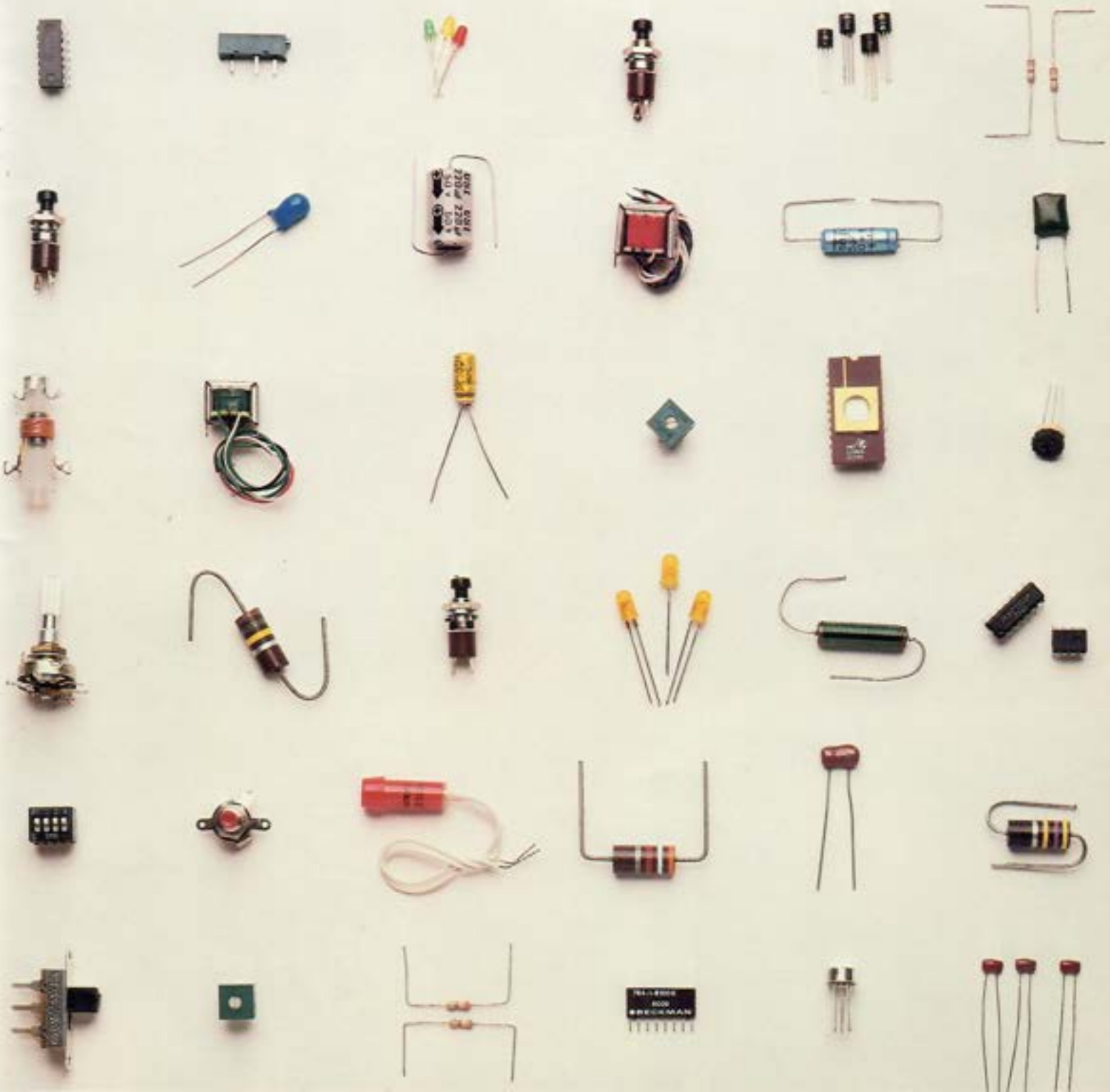
Source 2℠—"The International Component Exchange."℠

A major breakthrough in surplus component marketing.



MADE IN
TAIWAN

The world's largest marketplace for buyers and sellers of surplus electronic parts.

If you need parts fast, and your normal suppliers can't promise delivery, we instantly tell you the location of competitively-priced parts ready for immediate shipment to you.

If you have parts to sell, we make your excess inventory instantly available to buyers in a huge, active marketplace.

Source 2 Programmers maintain company's computer which has a capacity of 50 billion bytes of data. Satellite and ground communications enable the Source 2 computer to be instantly accessed by buyers and sellers through any Source 2 office worldwide.

SOURCE 2

How to solve an IC shortage.

The old way:

1. You phone normal suppliers. They can't promise on-time delivery.
2. You phone other local suppliers without success.
3. You contact requestor for substitution.
4. You again phone normal and other local suppliers.
5. If still not located, you phone other possible out-of-town suppliers.
6. As last resort, you phone brokers.

The Source 2 way:

1. You phone normal suppliers. They can't promise on-time delivery.
2. You phone your Source 2 Office Representative who accesses computerized listings. You instantly get:
   – Listing price of lowest priced seller.
   – Quantities available.
   – Special characteristics.
   – Substitutes, when required.
3. You phone seller direct to negotiate final terms.

Source 2 Field Representatives maintain close contact with OEMs to locate parts surpluses as they develop.

Important benefits to buyers.

You get instant help. One phone call to Source 2 gives you the names of sellers with the parts you need.

You save money. You are given names of qualified sellers with the lowest listing prices. Brokers and speculators are not qualified to list parts on the Source 2 exchange.

You get wider selection. Source 2 also lists sellers outside your local region, so you often have many sellers to choose from. And Source 2 is rapidly expanding into all major electronics centers in the U.S., Japan, and Western Europe.

You get complete parts descriptions. You save time and trouble, because Source 2 specialists fully research equivalents and upgrades. If necessary, you are given complete descriptions of acceptable substitutes for the parts you need, along with the names of qualified sellers.

You get automatic 30-day followup. If the part you want is not immediately available, Source 2 remembers your requirement for 30 days and notifies you when it is listed.

Source 2 Office Representatives are instantly available to buyers with complete information on parts availabilities.

SOURCE 2

Important benefits to sellers.

You find buyers fast. Simply by listing your surplus parts on the Source 2 exchange, the parts are instantly exposed to a large, active market of qualified buyers.

You reduce inventory losses. Faster sale of surplus parts quickly turns dead inventory into cash. You fully control pricing, since the buyer has agreed to buy at your listed price. Brokers and speculators are not qualified for buying on the Source 2 exchange.

You get full marketing services. Your surplus parts are listed with your prices and complete descriptions. As a result, they are also automatically crosslisted as potential substitutes.

Your listings are always current. Your computerized inventory of surplus parts is automatically updated as parts are sold. Additions can be made to your computerized inventory without delay simply by notifying your Source 2 Field Office by phone or by mail.

SOURCE 2

Real-time computerized exchange makes it easy for buyer and seller.

Source 2 Field Representatives in major electronics regions locate parts available for sale.

Source 2 Parts Specialists computerize listings by characteristics, sellers price, and equivalencies.

Source 2 Computer maintains constantly updated real-time listing of parts for instant access.

Sellers.

Source 2 Exchange Field Representatives.

Source 2 Exchange Parts Specialists.

Source 2 Exchange Computer.

Source 2 Office Representatives take calls from buyers. Buyer specifies part type and quantity required. While buyer is still on the line, rep instantly accesses computer and gives buyer listing price of lowest-priced seller (or sellers) able to supply required quantity. If buyer decides to buy at the lowest listing price, rep takes parts off the exchange and gives buyer identity of seller. Rep also provides substitute parts when requested.

Since Source 2 does not own, stock, or price parts, buyer phones seller direct, negotiates mutually satisfactory terms, and arranges for delivery of parts.

Source 2 Exchange Office Representatives.

Buyers.

Buyer and Seller negotiate directly.

A rapidly expanding worldwide service.

Source 2 has scheduled rapid expansion of its offices and services to every important electronics region in the world.

The schedule calls for service not only in major U.S. regions but also in Japan and key countries of Western Europe.

As a result, through Source 2, buyer and seller subscribers can take advantage of the largest and most dynamic marketplace ever created for the instant location of needed electronic parts.

Source 2 Parts Specialists maintain current data on existing and new parts. All parts are cross-listed to provide buyers with acceptable substitutes.

How to become a subscriber to Source 2℠ — "The International Component Exchange."℠

You may become a participating subscriber to the exchange by means of a simple agreement with Source 2.

Only qualified organizations with a credible business history in the industry may become subscribers.

Brokers and other speculators may not become subscribers and cannot make use of the exchange.

The agreement describes the services that subscribers will receive from Source 2. It also describes Source 2's service charges:

- Buyers pay a fixed monthly service fee depending on the number of inquiries serviced.

- Sellers pay nothing to list their parts, but pay a fixed rate on all actual sales through the exchange.

For more information call or write: Source 2 International, Department 1030, 3920 Freedom Circle, Santa Clara, California 95050. (408) 727-5880.

Source 2, the logotype, and "The International Component Exchange," are service marks of Source 2 International.

Source 2 International headquarters and computer facility is located at Santa Clara, California. Offices are scheduled for all major U.S. electronics centers, Japan, and Western Europe.

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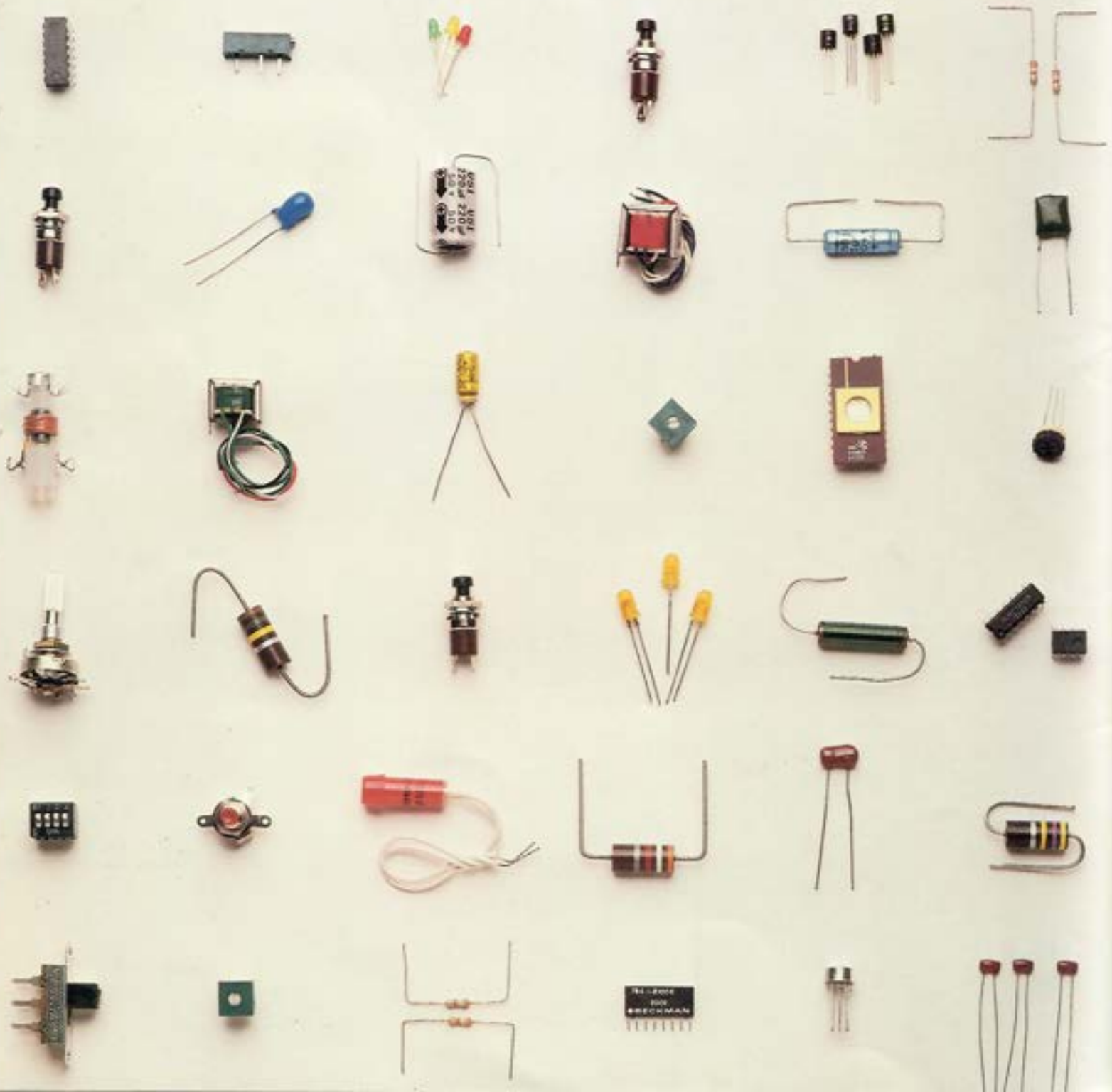
SOURCE 2